

Message Text

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22

ACTION AF-08

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R 281045Z APR 76

FM AMEMBASSY LAGOS

TO MR. FRANK WRIGHT

VICE PRESIDENT

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INFO SECSTATE WASHDC 4608

USDOC WASHDC

AMEMBASSY LONDON

UNCLAS LAGOS 04953

LONDON PASS GEORGE BEACH, FORD MOTOR CO., BRENTWOOD, ESSEX,
TELEX 99151

E.O. 11652: N/A

TAGS: EINV, ELTN, MMOP, NI

SUBJECT: ARMY REQUESTS VEHICLE SERVICING FACILITIES

SUMMARY: NIGERIAN ARMY IN LTR DTD APRIL 22 TO EMBASSY STATES
THAT CHIEF OF ARMY STAFF WANTS MACK, FORD AND AMERICAN MOTORS
TO ESTABLISH VEHICLE SERVICING FACILITIES IN LAGOS,
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IBADAN, KADUNA AND JOS TO MAINTAIN VEHICLES ARMY PURCHASED
FROM THESE COMPANIES IN RECENT LARGE CONTRACTS. LTR STATES
SUCH FACILITIES ARE "PREREQUISITE FOR CONTINUOUS PATRONAGE
OF THESE CORPORATIONS BY NIGERIAN ARMY". EMBASSY CONFINING

INITIAL RESPONSE TO WRITTEN ACKNOWLEDGEMENT STATING ARMY
LTR RECD APRIL 27. PLEASE PROVIDE YOUR INITIAL RESPONSE
FOR TRANSMITTAL ARMY. REMAINDER THIS MESSAGE IS TEXT ARMY
LTR. END SUMMARY.

1. HEADING: HEADQUARTERS, NIGERIAN ARMY, MINISTRY OF
DEFENCE, LAGOS, NIGERIA, TELEPHONE 50520, DATE 22 APRIL 1976,
REF. NO. AHQ/621/Q, TITLE: SET UP OF SERVICE FACILITIES BY
AMERICAN AUTOMOBILE MANUFACTURERS. FIRST PARAGRAPH: YOU
ARE AWARE OF THE FACT THAT RECENTLY, THE FEDERAL GOVERNMENT
OF NIGERIA, ON BEHALF OF THE NIGERIAN ARMY FAINALIZED THE
ARRANGEMENTS FOR THE PURCHASE OF ADMINISTRATIVE VEHICLES
FROM THREE AMERICAN AUTOMOBILE MANUFACTURERS. THE TOTAL
CONTRACT SUM IS ABOUT NINETY MILLION DOLLARS.

2. THE AUTOMOBILE CORPORATIONS ARE AS FOLLOWS:

- A. MACK TRUCKS INCORPORATED
- B. FORD MOTOR CORPORATION
- C. AMERICAN MOTORS GENERAL

3. THE CHIEF OF ARMY STAFF HAS DECIDED THAT THE ONLY WAY
IN WHICH THESE MANUFACTURERS COULD GIVE THE NIGERIAN ARMY
AN EFFECTIVE BACK-UP IS TO SET UP SERVICING FACILITIES
IN LAGOS, IBADAN, KADUNA AND JOS.

4. I HAVE BEEN DIRECTED TO REQUEST THAT YOU ADVISE THE
AUTOMOBILE MANUFACTURERS OF THIS NEED TO SET UP SERVICING
FACILITIES IN LINE WITH OTHER AUTOMOBILE DEALERS LIKE
LEVENTIS, SCOA, UTC ETC., WHICH WILL GIVE AFTER SALES
SUPPORT TO THE NIGERIAN ARMY AND THE CIVILIAN MARKET.
THIS WILL AUGMENT THE NIGERIAN ARMY'S EFFORT TOWARDS
MAXIMUM UTILIZATION OF THEIR PRODUCTS.

5. THIS IS A PREREQUISITE FOR A CONTINUOUS PATRONAGE OF
THESE CORPORATIONS BY THE NIGERIAN ARMY.

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YM YOU SHOULD PLEASE INTIMATE THIS HEADQUARTERS OF YOUR
URGENT ACTION ON THIS MATTER. (SIGNED) D.B. LAOYE,
LT-COL DAE, FOR: LT-GENERAL, CHIEF OF ARMY STAFF.
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<< END OF DOCUMENT >>

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To: MR. FRANK WRIGHT
VICE CE PRESIDENT
MULTIPLE
Type: TE
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